

03900360 072597

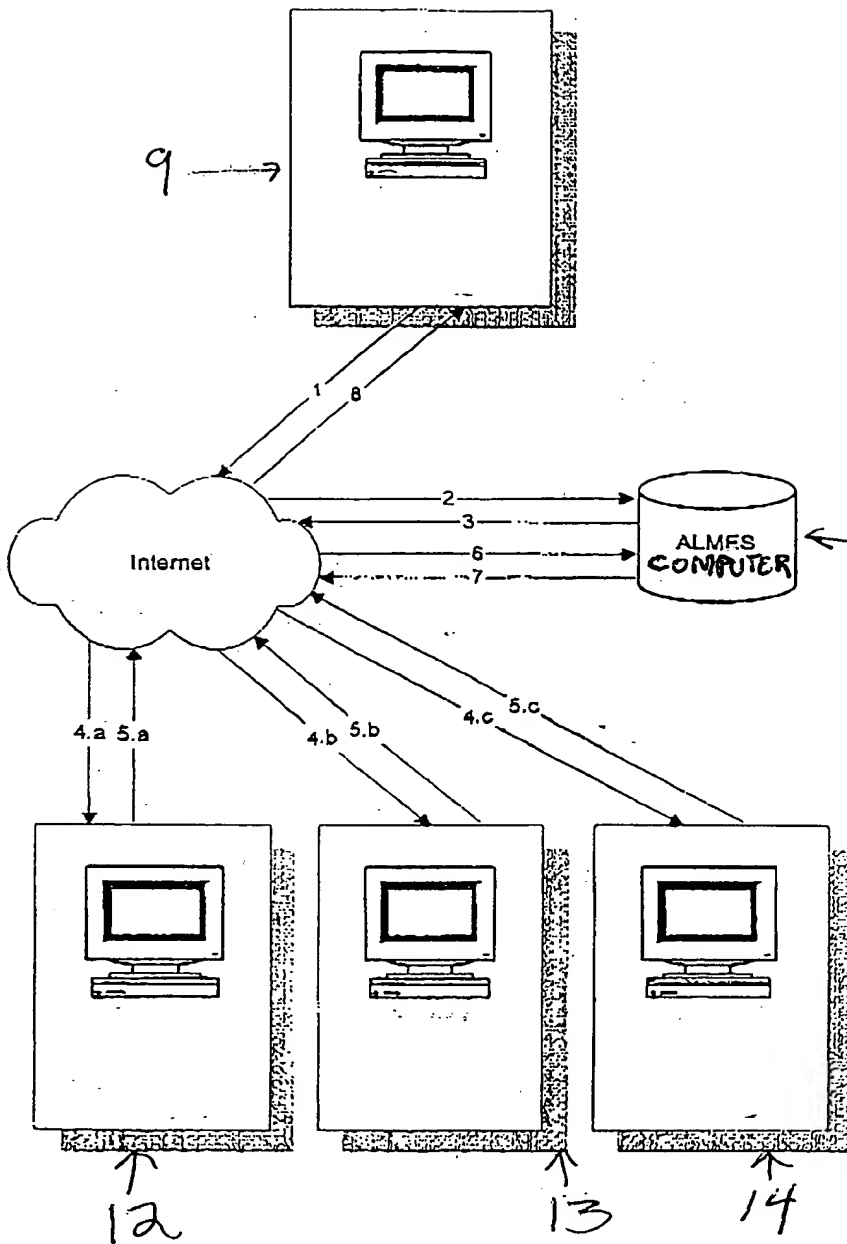


FIG 1

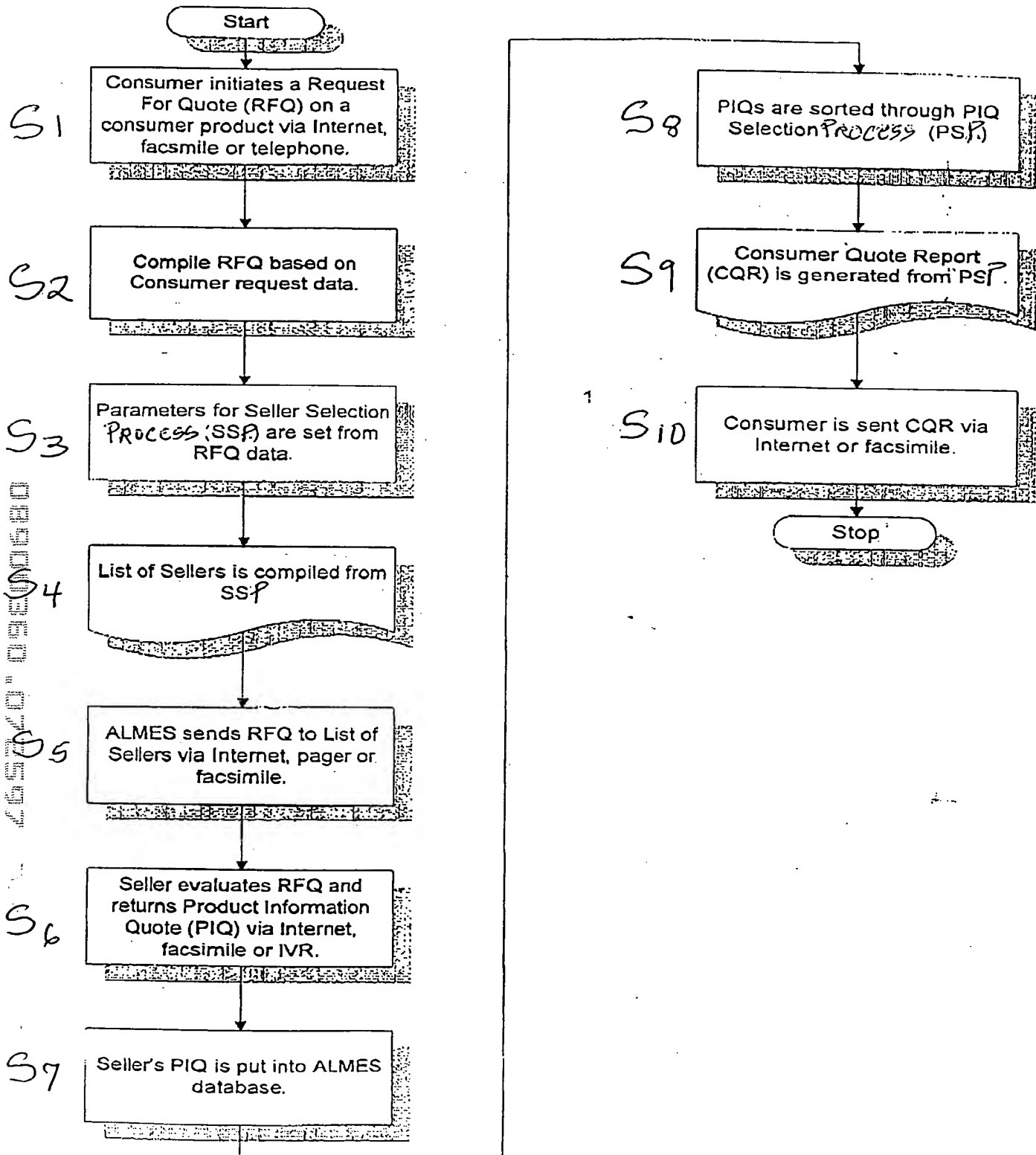


FIG. 2

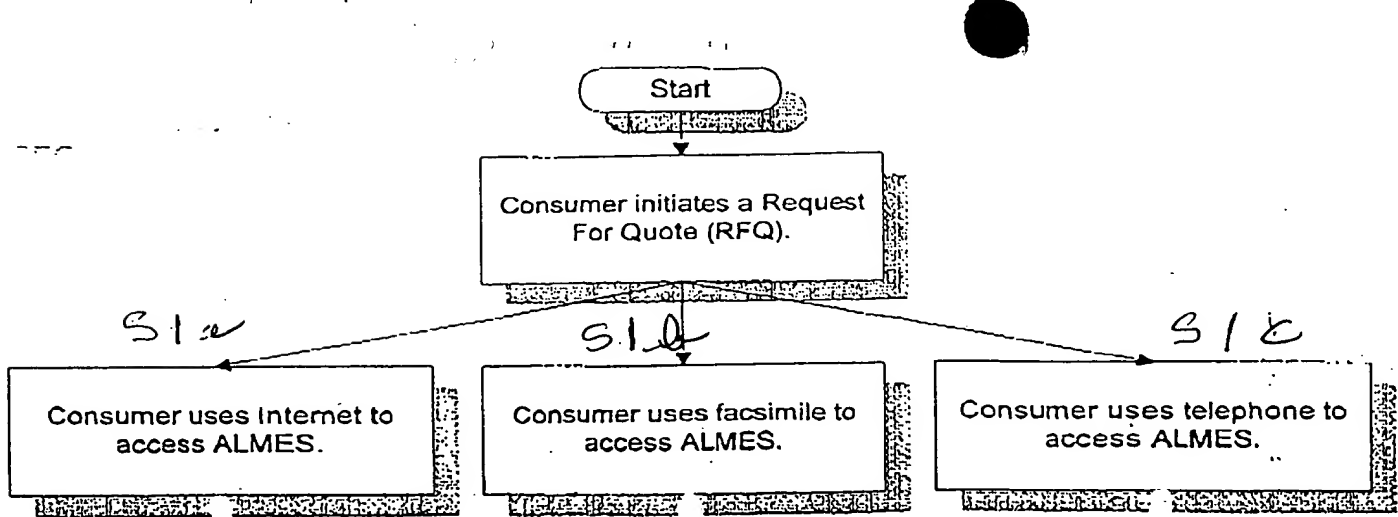


FIG 3

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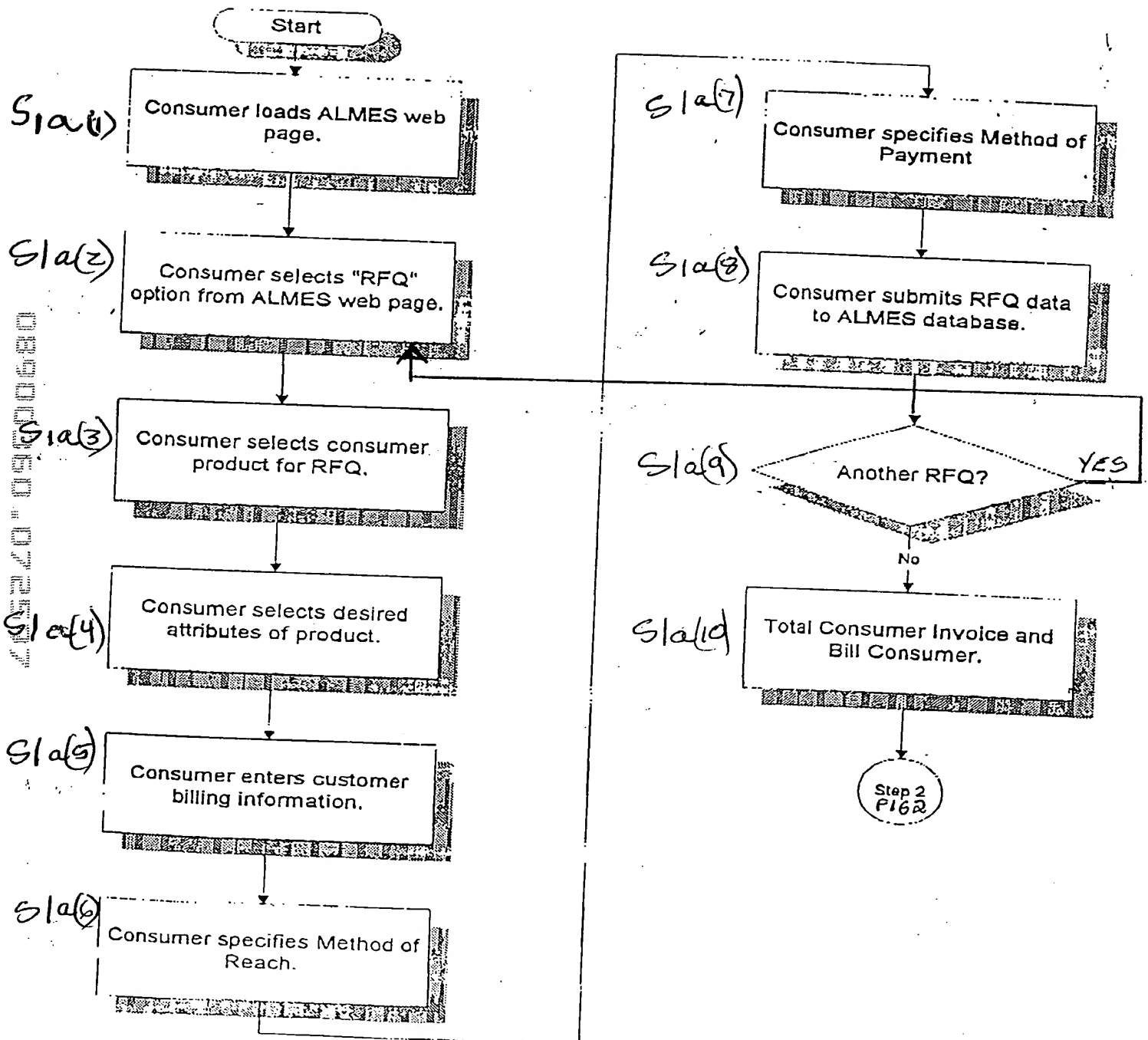
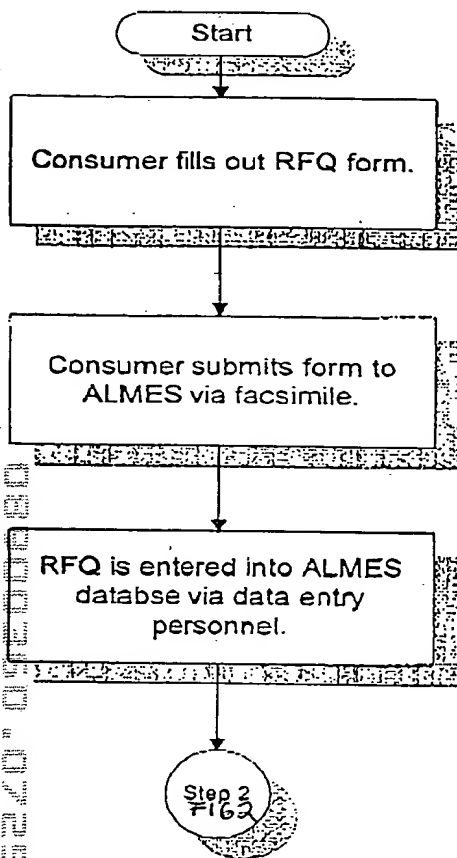


FIG 4



S/b(1)

S/b(2)

S/b(3)

FIG. 5

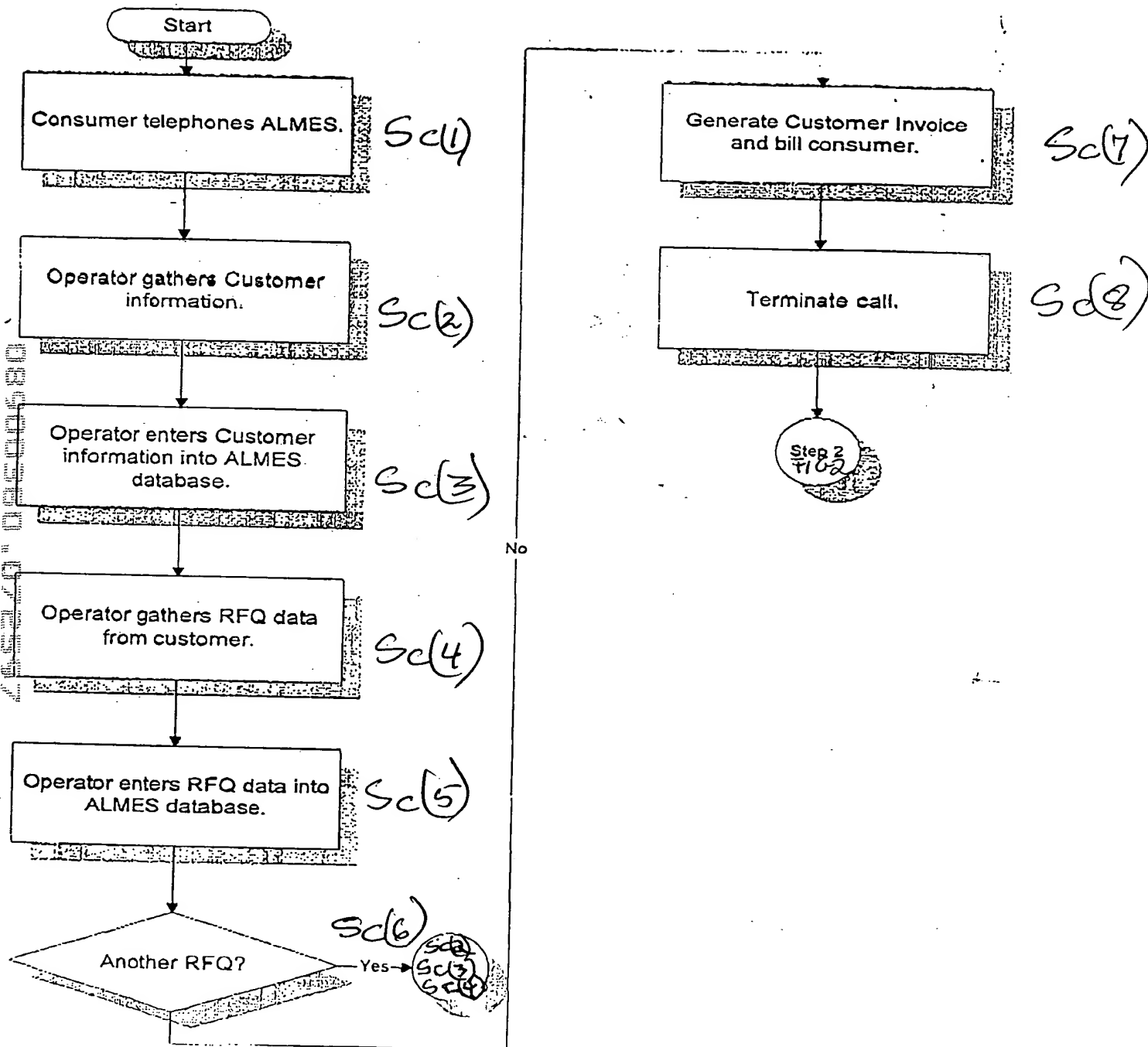


FIG. 6

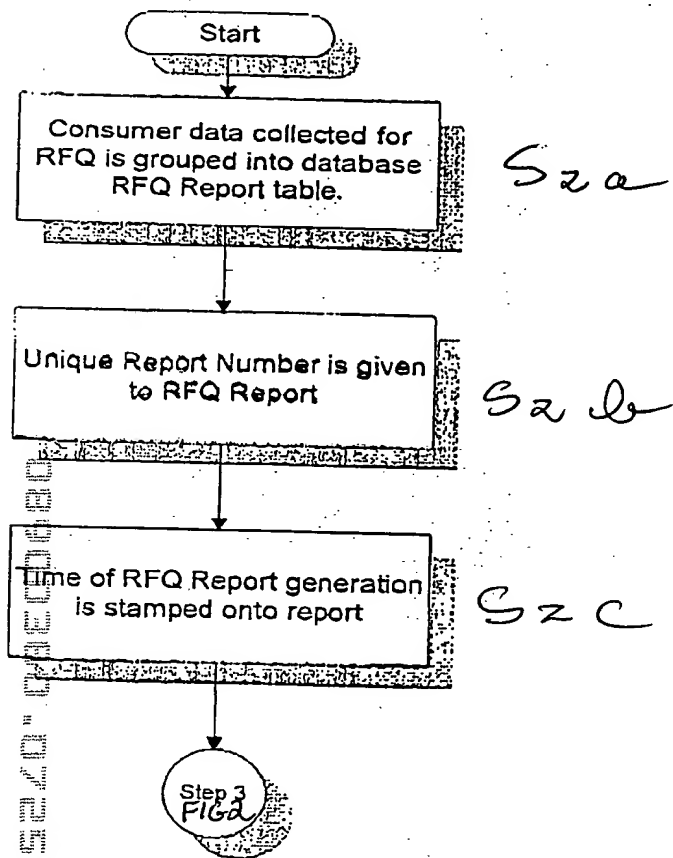


FIG. 7

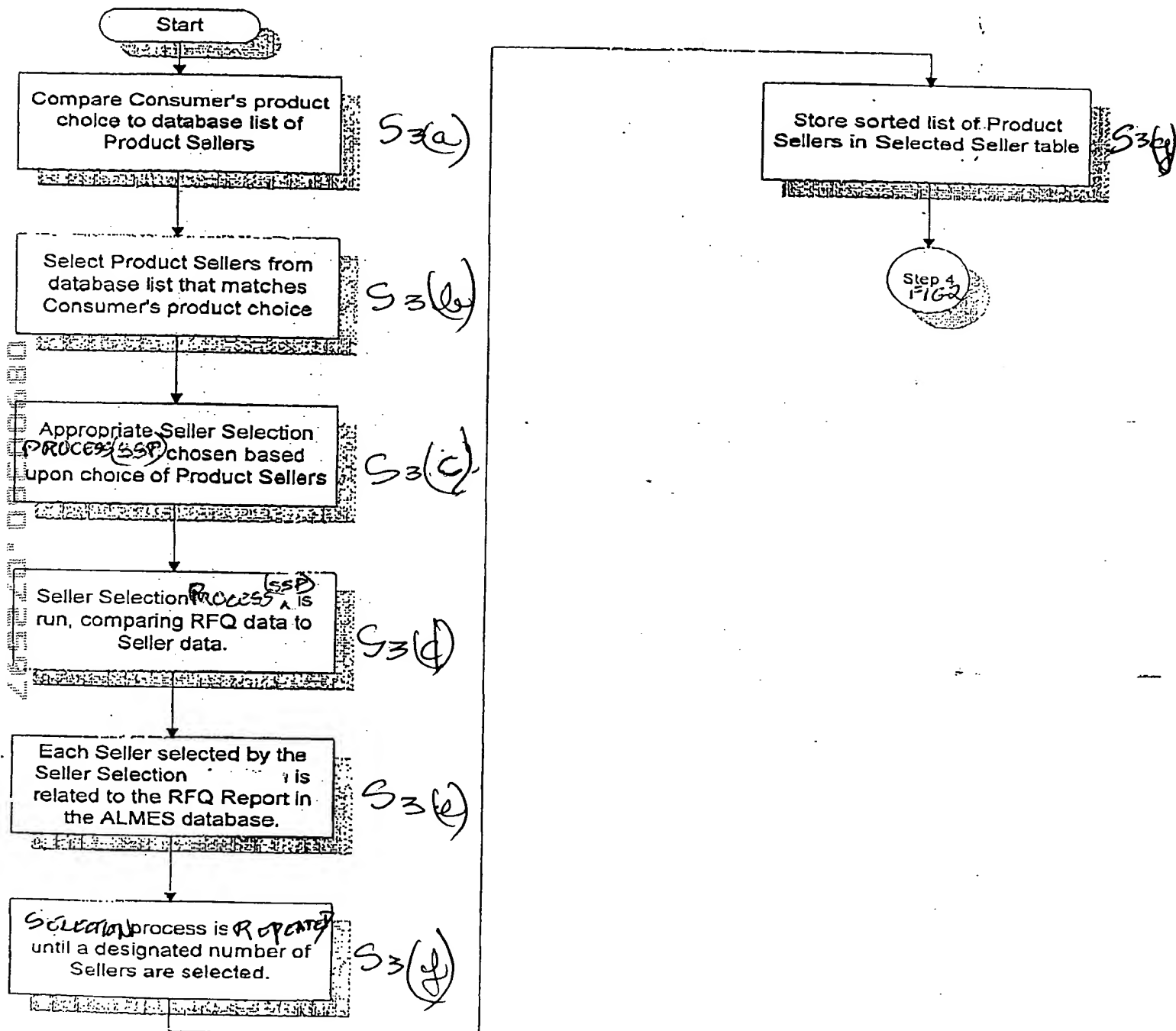
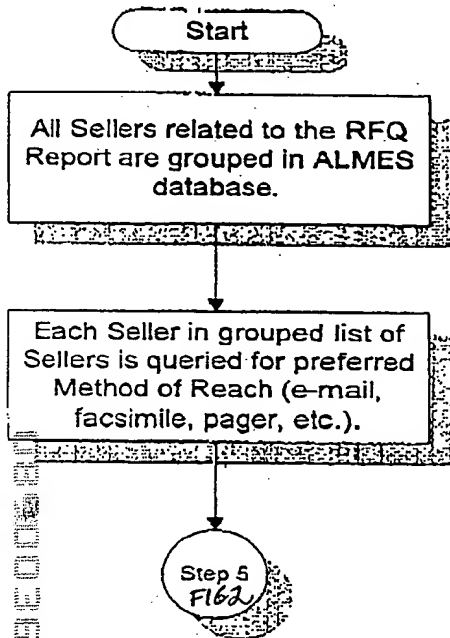


FIG. 8





S4a

S4b

FIG 9

### a: Identification Information

Customer Name

Mail Address

City  State

Zip  Apt. Num.

Phone (Area Code & Area)

Ext. Number

Wish to receive my Report by: ☐ FAX ☐ ☐ Overnight Mail ☐

: Vehicle Specifications (in preference order)

Make Example:	Model	Doors	Series	Style/Class
	Ford Taurus	4	LX	Sedan
Age of Years	From		To	
Age of Miles	From		To	
Age of Price	From \$		To \$	
Interior Color Choices			or	
Exterior Color Choices			or	

Accessories Requested:

Wheel Drive (4WD)	
Conditioning	
6 Brakes	
bag - Driver side	
bag - Passenger side	
mm	
Wheel Drive	
y Wheels	
'FM' Radio	
sette	
Player	
se Control	
ther. Seats	
Locks	
Steering	
Windows	
f Rack	
Roof -Power	
Roof -Manual	
Steering	
Pckge	
mission - Auto	
mission - Manual	
if:	
if:	

D: Finding Information:

Possible Payment Methods: ☒ Loan ☐ Lease ☐ Cash ☐  
*Check all that apply*

Preferred Term of Loan \_\_\_\_\_ Months  
 Preferred Term of Lease \_\_\_\_\_ Months

If Financing, estimate your Down Payment \$ \_\_\_\_\_

E: Potential Aftermarket Sales:

<u>I am interested in buying:</u>	<u>YES</u>	<u>NO</u>	<u>MAYBE</u>
Extended Warranty			
GAP Insurance			
Rust Protection			
Credit Life Insurance			
Accident and Health Insurance			

*There is no obligation to purchase any of the above items*

F: Potential Trade-In Information:

(Describe your car here if you might trade it in.)

Make/Model		
Year		
Miles on Vehicle		
Doors		
Series		
Style/Class		
Color - Exterior		Interior
Condition - Exterior		Interior

(Check box if your vehicle has any of the following items in working condition)

A/C		Power locks		Pwr Steering	
Leather Seats		CD		Tow Package	
Pwr Sun Roof		4WD		Roof Rack	
Auto Transmission		Cruise Control			
Convertible		Air bags			

***There is no obligation to sell your vehicle to any dealership***

G: Payment of \$20 to COORVICE BY

Add \$10 if requesting overnight mail delivery

Select Credit Card: Visa ☐ Mastercard ☐ Amer. Exp. ☐

Acct Num \_\_\_\_\_ Ex date: \_\_\_\_\_

Billing Address: Street \_\_\_\_\_ Apt # \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_

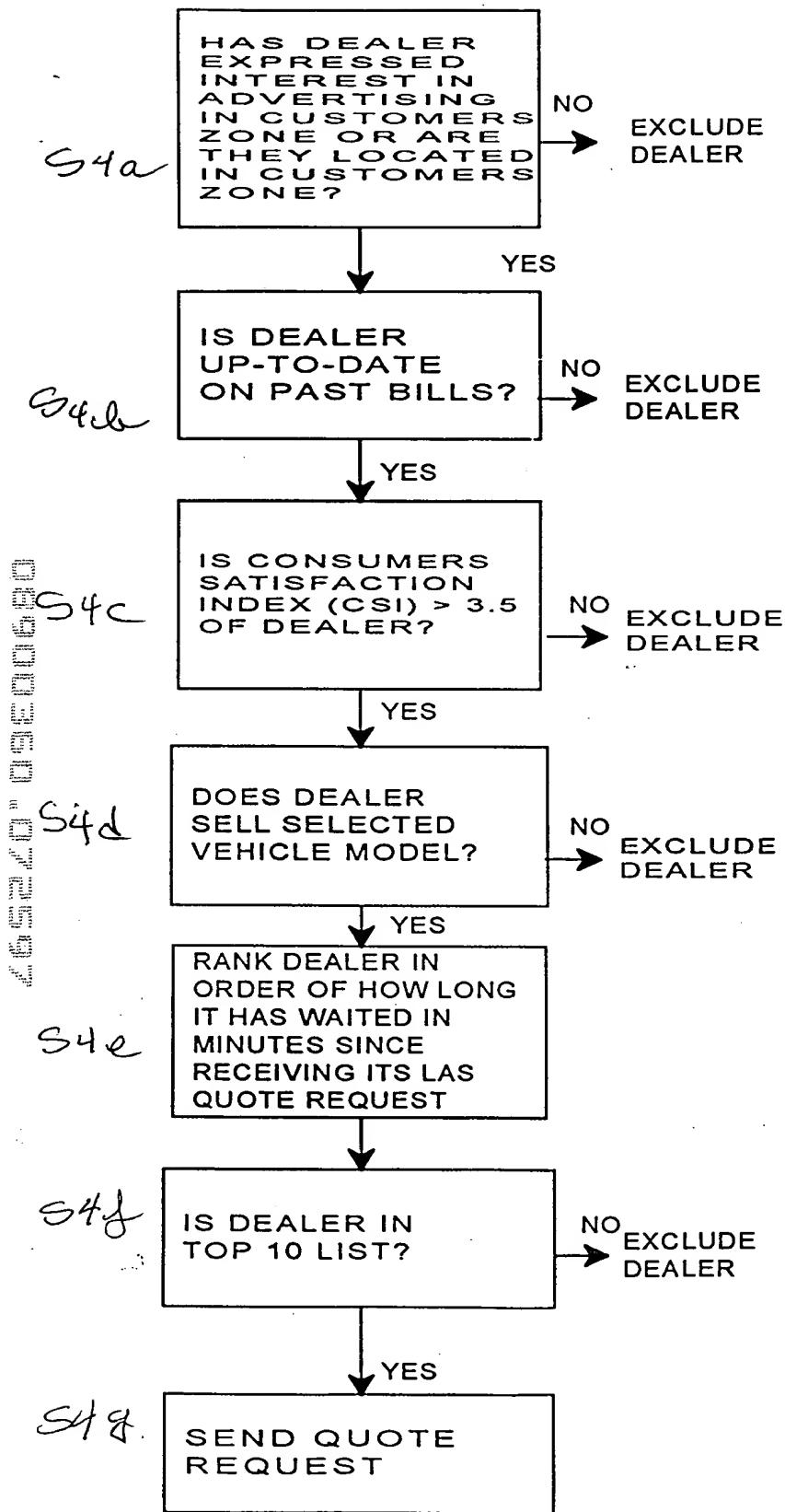


FIG. 1f

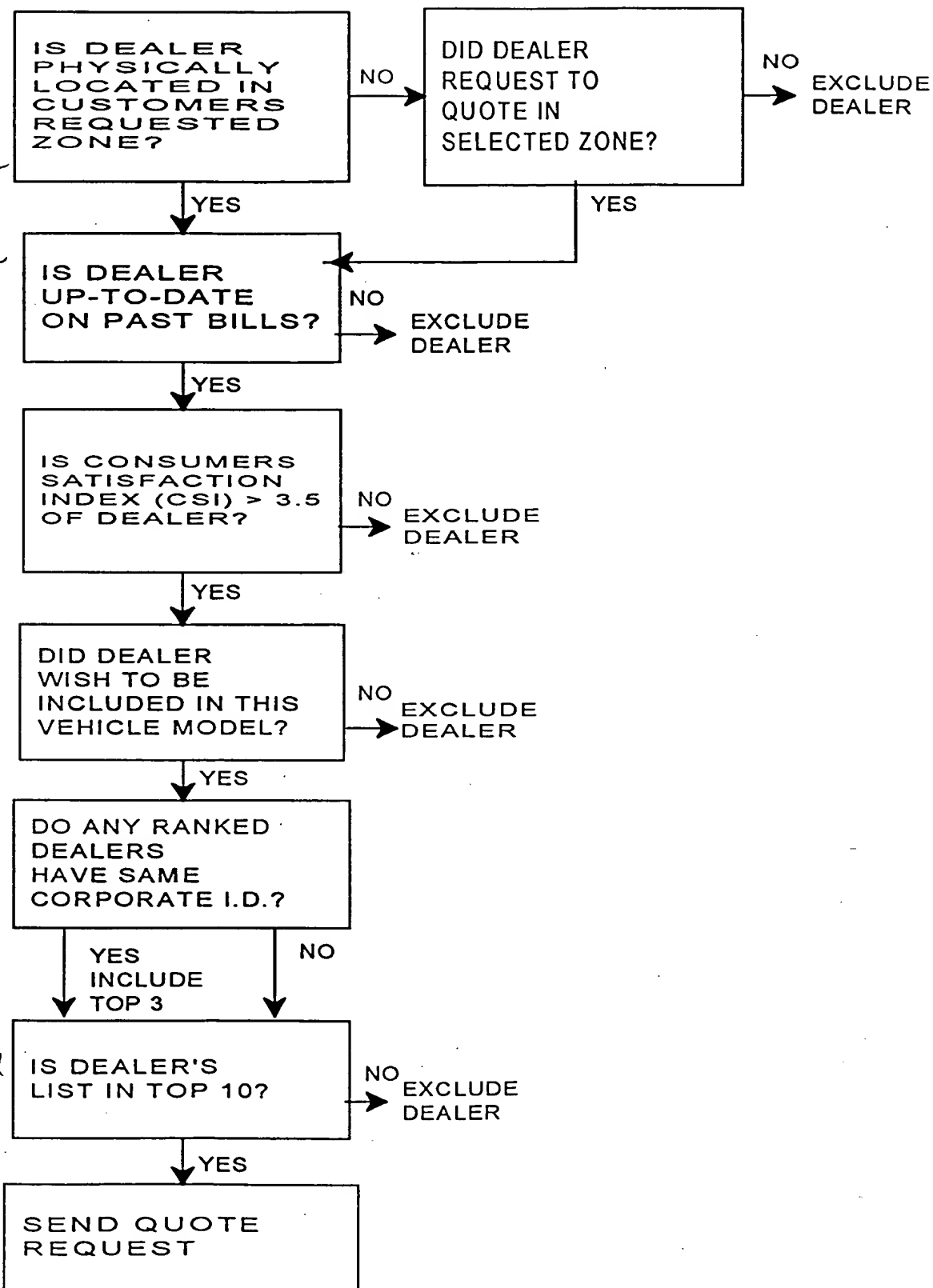
$$\leq 4n$$


FIG. 1a-

### Identification Information:

Report Number (8 digits)   
Dealership ID (7 digits)   
Dealership Name   
NAQS Manager PIN (4 digits)   
This Vehicle must be Advertised Yes ☐ No ☐  
Dealers are entitled to one "guaranteed" ad per Report. If "Yes" - ad will be printed. If "No" - ad printed only if it better matches the consumer's request versus other vehicles. This option may not be activated for your dealership.

### Vehicle Location:

On our lot ☐ Wholesellers lot ☐  
Stock Number   
Delivery Date 7/1/95   
Price Hold  Physical Hold ☐  
(Days you will hold Price) (Months you will hold vehicle if over 30 days)

### Vehicle Specifications:

Model Year (1994)   
Make (FORD)   
Model (TAURUS)   
Doors (4)  Series (GL)   
Style (or Class) (Sedan)   
Mileage (Do not incl. 1/10's)  Cyl'd's   
Exterior Color (Blue)   
Interior Color (Grey)   
(Use basic common names for colors - light red, dark blue, medium green)

### Accessories Included:

Put an "X" in box if the vehicle contains the following

4WD	<input type="checkbox"/>	Leather Seats	<input type="checkbox"/>
A/C	<input type="checkbox"/>	Pwr Locks	<input type="checkbox"/>
ABS Brakes	<input type="checkbox"/>	Pwr Steering	<input type="checkbox"/>
Air bag - Drvr	<input type="checkbox"/>	Pwr Windows	<input type="checkbox"/>
Air bag - Psgr	<input type="checkbox"/>	Roof Rack	<input type="checkbox"/>
Alarm	<input type="checkbox"/>	Sun Roof - Power	<input type="checkbox"/>
All Wheel Drive	<input type="checkbox"/>	Sun Roof - Manual	<input type="checkbox"/>
Alloy Wheels	<input type="checkbox"/>	Tilt Steering	<input type="checkbox"/>
AM/FM Radio	<input type="checkbox"/>	Tow Pckge	<input type="checkbox"/>
Cassette	<input type="checkbox"/>	Trans - Auto	<input type="checkbox"/>
CD Player	<input type="checkbox"/>	Trans - Manual	<input type="checkbox"/>
Cruise Cntrl	<input type="checkbox"/>	Other:	<input type="checkbox"/>

### Pricing Information:

On-The-Road Price \$   
Price Includes Warranty Yes ☐ No ☐  
Warranty: Miles  Days   
Type of Coverage   
Money-back guarantee: Yes ☐ Days

### Financing Information:

Assume a "Best Credit" situation for every customer. Dealers are not authorized by NAQS to run credit reports on NAQS consumers. This fact is relayed to the customer.

Loan Approved Yes ☐ No ☐ Not Checked ☐  
Amount Financed \$   
Financing Rate %   
Monthly Payments \$   
Term of Loan  Months  
Down Payment \$

### Leasing Information:

Not applicable for used car advertising.

Lease Approved Yes ☐ No ☐ Not Checked ☐  
Capitalized Cost \$   
Monthly Payments \$   
Term of lease  Months  
Refundable Deposit \$   
Down Payment \$   
Residual Value \$\$   
Money Factor (Int. Rate) %   
Mileage Cap   
Cost/Mile > Cap \$  Cents/Mile

### Additional Comments

(Maximum 30 spaces)

Manager's Signature: ORIV COVE

Date

\* "On-The-Road" price includes all tax, tag, registration, freight, preparation, destination, advertising, and lien fees (when applicable).  
NAQS is not responsible for errors or omissions.

FIG. 13

Fig. 14

## USED CARS:

How vehicles are selected for advertising when more than 14 are submitted.

1. All incoming vehicles are rated by our proprietary system for how closely they match the customer's request.
2. On each Report, individual dealers are limited to 3 ads. Dealer families are limited to 5 ads.
3. If requested on the "Quote Form", each dealership is guaranteed one (1) ad printed on The Auto Quote Report.
4. The remaining spots are awarded to the vehicles that rate highest.
5. In the event of a ratings tie, the vehicles with the lowest OTR prices are selected.
6. Vehicles are organized on The Auto Quote Report in order of the proprietary rating.

Match	Weighting	Match	Weighting
Model	80	Year Range <sup>3</sup>	7
Series <sup>1</sup>	40	Mileage Range <sup>4</sup>	7
Style (or Class)	30	Ext. Color <sup>5</sup>	6
Price Range <sup>2</sup>	15	Transmission (Auto/Man.)	5
Zone customer requested <sup>3</sup>	10	A/C <sup>6</sup>	4
4WD <sup>5</sup>	9	Leather <sup>6</sup>	4
Doors <sup>5</sup>	9	Other Listed <sup>6</sup>	2
		Other Unlisted <sup>6</sup>	Set by buyer

### NOTES:

- (1) "Series" match only awarded points if same model vehicle
- (2) Price Range: Points are awarded if less than maximum.
- (3) Year Range: Points are awarded if within range only
- (4) Mileage Range: Points are awarded if less than maximum.
- (5) Points are awarded for exact matches only
- (6) Points are awarded for positive matches only

FIG. 15

# REPORT

VEHICLES REQUESTED:  
FORD TAURUS  
MERC. SABLE  
RED/ GREY  
RECEIVE BY: FAX  
REPORT NUMBER: DT123456

CUSTOMER INFORMATION:  
JANE DOE  
CUSTOMER NUMBER: 023456

RANK SELLER	A	B	C
<b>VEHICLE INFORMATION</b>			
MAKE, MODEL	Ford Taurus	Merc Sable	Ford Taurus
DOORS, SERIES, STYLE	4Dr. GL Sedan	4Dr. GS Sedan	4Dr. GL Sedan
YEAR	1992	1995	1994
MILES	76,425	22,941	45,025
EXTERIOR / INTERIOR COLOR	Blue / Grey	Red / Grey	Green / Grey
STOCK NUMBER	66980	26180	56980
Your "On-the-road" Price	\$8,300	\$11,900	\$13,112
Location of lot	Our lot	Another lot	Our lot
<b>WARRANTY-INFO.</b>			
Price includes Warranty		Yes	
Warranty duration (lessor of days/years)		300 / 25000	
Type of coverage	Yes/ 5 days	4	3
Money-back Guarantee / Days	2	7	3
Price Hold (days)	5		
Physical Car hold (hours)			
<b>FINANCING INFO.</b>			
Loan Approved	Not Checked	Not Checked	Not Checked
Financing Rate (Assumes "best credit")	8.25%	7.50%	7.75%
Monthly Payments if financed	\$148.99	\$218.41	\$244.14
Term of Loan in months	60	60	60
Amount Financed	\$1,000.00	\$1,000.00	\$1,000.00
Monthly Payment (not including trade-in)	\$7,300.00	\$90,900.00	\$12,112.00
<b>SPECIFICATIONS</b>			
4WD	Yes	Yes	Yes
Air Conditioning	Yes	Yes	Yes
ABS (Anti-lock) Brakes	1	2	1
Air Bags	Yes	Yes	Yes
Alarm	Yes	Yes	Yes
All Wheel Drive	Yes	Yes	Yes
Alloy Wheels	Yes	Yes	Yes
AM/FM Radio			Yes
Cassette Player		Yes	Yes
CD Player	Yes		
Cruise Control	Yes		
Leather Seats	Yes		
Power locks	Yes	Yes	Yes
Power Steering			Yes
Power Windows	Yes		
Roof Rack	Yes		
Sun roof (manual or power)	Manual		
Tow Package	Yes	Automatic	Automatic
Transmission (Automatic or Manual)	Automatic		Automatic
Door Guards	Excellent condition	1 owner	Open 24 Hours
Other Items Included	Greampuff		Exit 13B off 183

DEALERS COMMENTS

